

Director of Acquisitions – Role Overview

A Director of Acquisitions leadership position responsible for identifying, evaluating, and executing acquisition opportunities that align with an organization's strategic growth objectives. This role is common in industries such as real estate, private equity, corporate development, and investment firms.

Key Responsibilities

1. Deal Sourcing & Strategy

- Identify and pursue real estate development acquisition opportunities
- Develop acquisition strategies aligned with company goals
- Build relationships with brokers, owners, and industry contacts

2. Financial Analysis & Due Diligence

- Lead financial modeling, valuation, and investment analysis
- Oversee due diligence (financial, legal, operational)
- Assess risks and returns for potential deals

3. Negotiation & Execution

- Structure and negotiate deal terms
- Coordinate with legal, finance, and external advisors
- Lead transactions from initial contact through closing

Required Skills & Qualifications

- **Experience:** 5+ years in real estate acquisitions, with a proven track record of sourcing and closing deals in Vancouver and broader Western Canadian markets.
- **Technical Literacy:** Proven ability to lead due diligence for both development sites and stabilized IPP assets.
- **Financial Acumen:** Advanced understanding of real estate finance and the ability to provide rigorous oversight of complex proformas.
- **Regional Knowledge:** Strong familiarity with the various municipal policies, OCPs, and market dynamics across Western Canada.

Salary Range (Approximate)

- **Canada / US:** \$120,000 – \$150,000